



QM2019 RESULTS

Conference call summary



11 November 2019

Presented by:

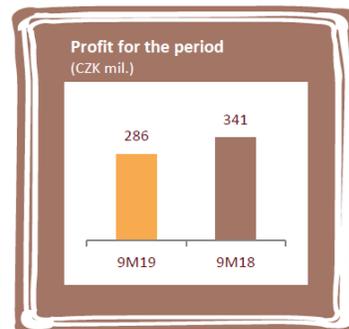
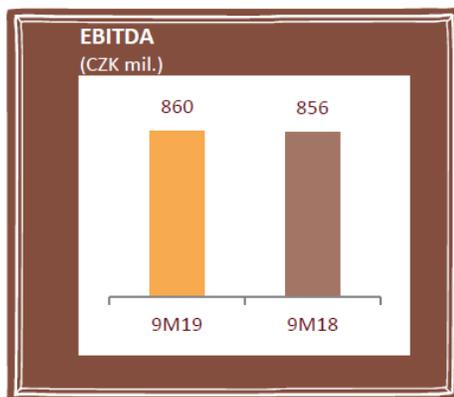
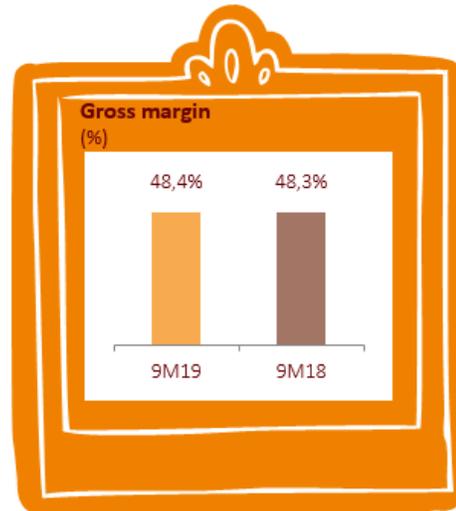
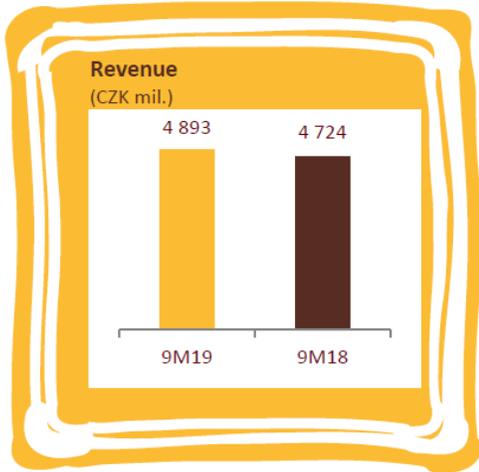
Pavel Jakubík
Group CFO



Royal Crown Cola sales in CzechoSlovakia growing by double digit percentage, also thanks to a successful marketing campaign.

Kofola Group Key 9M Highlights*

(continuing operations)



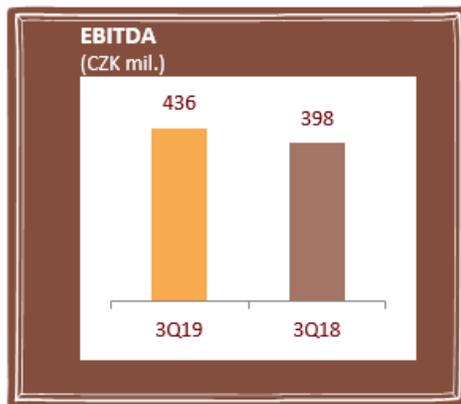
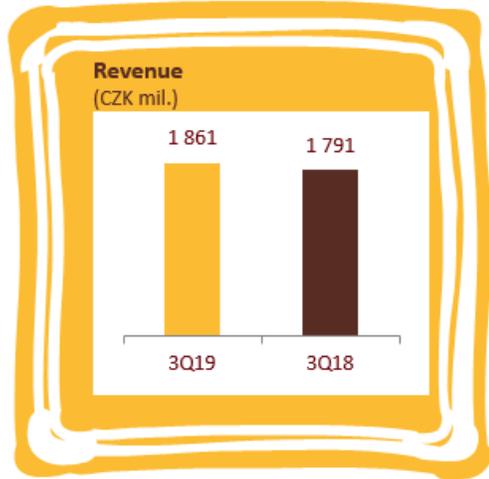
MAIN INFORMATION IN 9M19:

- GROUP'S REVENUE FROM CONTINUING OPERATIONS INCREASED BY CZK 169.1 MIL. (3.6%), WITHOUT LEROS AND ESPRESSO ACQUISITION EFFECTS INCREASED BY CZK 123.6 MIL. (2.6%).
- GROUP'S EBITDA FROM CONTINUING OPERATIONS INCREASED BY CZK 3.9 MIL. (0.5%).
- THE COLDEST AND RAINIEST WEATHER IN MAY 2019 FOR THE LAST DECADE.
- INCREASED LOGISTIC, PAYROLL, REPAIR AND MAINTENANCE AND PACKAGING COSTS, PARTIALLY COMPENSATED BY SAVINGS FROM LOWER SUGAR PRICE.
- PROFIT FROM CONTINUING OPERATIONS DECREASED BY CZK 55.6 MIL., MAINLY AS A RESULT OF MAY 2019 WEATHER EFFECT COMBINED WITH HIGHER COSTS.
- THE HIGHEST HORECA MARKET SHARES ON CZECH (27.3%) AND SLOVAKIA (42.0%) MARKET.

* adjusted for one-offs

Kofola Group Key 3Q Highlights*

(continuing operations)



MAIN INFORMATION IN 3Q19:

- GROUP'S REVENUE FROM CONTINUING OPERATIONS INCREASED BY CZK 70.2 MIL. (3.9%), WITHOUT ESPRESSO ACQUISITION EFFECT INCREASED BY CZK 52.2 MIL. (2.9%).
- GROUP'S EBITDA FROM CONTINUING OPERATIONS INCREASED BY CZK 37.2 MIL. (9.3%).
- INCREASED LOGISTIC AND PAYROLL COSTS, PARTIALLY COMPENSATED BY SAVINGS FROM LOWER SUGAR PRICE.
- THE HIGHEST HORECA MARKET SHARES ON CZECH (27.3%) AND SLOVAKIA (42.0%) MARKET.
- SUCCESSFUL COMPLETION OF ESPRESSO ACQUISITION.
- PROFIT FROM CONTINUING OPERATIONS INCREASED BY CZK 54.2 MIL.



* adjusted for one-offs

Hoop Polska sold / New segment structure

- On 18 March 2019, the Group has sold Hoop Polska. The result of Hoop Polska was therefore part of the Group until 18 March 2019. The consolidated statement of profit or loss is divided into **Continuing** and **Discontinued** operations.
- **9M19 and 9M18 Continuing operations** exclude Hoop Polska.
- **9M19 and 9M18 Discontinued operation** represents result of Hoop Polska. In 9M19, it also contains the gain arising on the sale transaction and the income arising from the translation of the historical cumulative foreign currency translation reserve into profit or loss statement.
- This document contains mainly information related to the **Continuing operations**.

- After the sale of Hoop Polska, management has decided to adjust the structure of segment information. **3 business segments** are now presented:
 - **CzechoSlovakia** (Kofola ČeskoSlovensko a.s., Kofola a.s. (CZ), Kofola a.s. (SK), Minerálka s.r.o. and SANTA-TRANS s.r.o.),
 - **Adriatic** (RADENSKA d.o.o., Studenac d.o.o. and Radenska d.o.o.), and
 - **Fresh & Herbs** (UGO trade s.r.o., Premium Rosa Sp. z o.o., LEROS, s.r.o. and Espresso s.r.o.).

Contact

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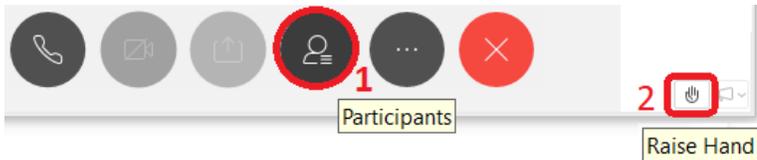
Czech Republic

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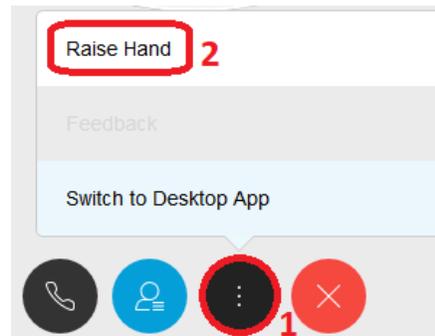


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